| DISPUTED ISSUES | CAVALIER PROPOSED | CAVALIER RATIONALE | VERIZON PROPOSED                       | VERIZON RATIONALE |
|-----------------|-------------------|--------------------|--|-------------------|
|                 | CONTRACT LANGUAGE |                    | CONTRACT LANGUAGE                      |                   |
|                 |                   |                    | and Station Transfers in               |                   |
|                 |                   |                    | accordance with the procedures         |                   |
|                 |                   |                    | developed in the DSL                   |                   |
|                 |                   | 1                  | Collaborative in the State of New      |                   |
|                 |                   |                    | York, NY PSC Case 00-C-0127            |                   |
|                 |                   |                    | Standard intervals do not apply        |                   |
|                 |                   |                    | when Verizon performs a Line and       |                   |
|                 | <br>              | 1                  | Station Transfer, and additional       |                   |
|                 |                   |                    | charges shall apply as set forth in    |                   |
|                 |                   |                    | Exhibit A Upon Cavalier's written      |                   |
|                 |                   |                    | request, Verizon shall negotiate in    |                   |
|                 |                   |                    | good faith with Cavalier to amend      |                   |
|                 |                   |                    | this Agreement to provide              |                   |
|                 |                   |                    | mutually agreed upon rates, terms      |                   |
|                 |                   |                    | and conditions governing               |                   |
|                 |                   |                    | Cavalier's access to unbundled         |                   |
|                 |                   |                    | Loops that Verizon is required,        |                   |
|                 |                   |                    | pursuant to Applicable Law, to         |                   |
|                 |                   |                    | provide and that may serve as          |                   |
|                 |                   |                    | alternatives to xDSL compatible        |                   |
|                 |                   |                    | Loops                                  |                   |
|                 |                   |                    | Соорь                                  |                   |
|                 |                   |                    | H Notwithstanding the                  |                   |
|                 |                   |                    | foregoing, if and, to the extent that, |                   |
|                 |                   |                    | Verizon is prohibited by               |                   |
|                 |                   |                    | Applicable Law from requiring          |                   |
|                 |                   |                    | Cavalier to utilize Verizon's Loop     |                   |
|                 |                   |                    |  |                   |
|                 |                   |                    | pie-qualification system, Verizon      |                   |
|                 |                   |                    | shall not reject Cavalier's order      |                   |
|                 |                   |                    | because Verizon's Loop pre-            |                   |
|                 |                   |                    | qualification procedure was not        |                   |
|                 |                   |                    | performed In such case, when           |                   |
|                 |                   |                    | Cavalier opts not to use Verizon's     |                   |
|                 |                   |                    | tools to perform Loop pre-             |                   |
|                 |                   |                    | qualification, Verizon shall not be    |                   |
|                 |                   |                    | responsible for service                |                   |
|                 |                   |                    | performance of the Loop until such     |                   |
|                 |                   | 1                  | Loop is qualified according to         |                   |

| VERIZON RATIONALE                      |  |                                  |                         |                                       |                                 |                               |                                  |                                    |                                     |                                      |                                      |                                   |                                |                                   |                                  |                                |                                |                                   |                                       |                                   |                  |                                   |  |                                  |                                    |                              |                                   |                                      |                                |                            |                             |                                   |                                     |                                 |                            |                               |                                   |                 |  |
|--|--|----------------------------------|-------------------------|---------------------------------------|---------------------------------|-------------------------------|----------------------------------|------------------------------------|-------------------------------------|--------------------------------------|--------------------------------------|-----------------------------------|--------------------------------|-----------------------------------|----------------------------------|--------------------------------|--------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|------------------|-----------------------------------|--|----------------------------------|------------------------------------|------------------------------|-----------------------------------|--------------------------------------|--------------------------------|----------------------------|-----------------------------|-----------------------------------|-------------------------------------|---------------------------------|----------------------------|-------------------------------|-----------------------------------|-----------------|--|
| VERIZON PROPOSED CONTRACT LANGUAGE     | the second secon | qualification procedures In such | use Verizon's loop pre- | qualification procedure, it shall not | he assessed any charge for such | procedures provided, however, | Verizon shall not be required to | process Cavaher's order if Cavaher | elects not to use Verizon loon nre- | circle not to date + circle not pict | qualification tools unless and until | Cavalier has agreed in writing to | pay Verizon's charges or costs | incurred as a result of Cavaher's | decision not to use Verizon loop | pre-qualification tools or the | Commission has issued an order | identifying (and authorizing) the | recently ing (and administration) inc | speciale cliarge(s) that Cavaller | must pay Verizon | 11.2.12.3 - The Parties will make | Section of the Afficial Control of the Afficial Contro | reasonable elloris to coordinate | their respective roles in order to | mınımıze Digital Design Loop | provisioning problems In general, | unless and until a shorter period is | required under Applicable Law, | where conditioning or loop | extensions are requested by | Cavalier, an interval of eighteen | (18) business days will be required | by Verizon to complete the loop | analysis and the necessary | construction work involved in | conditioning and/or extending the | loop as follows |  |
| CAVALIER RATIONALE                     |  |                                  |                         |                                       |                                 |                               |                                  |                                    |                                     |                                      |                                      |                                   |                                |                                   |                                  |                                |                                | -                                 |                                       |                                   |                  |                                   |  |                                  |                                    |                              |                                   |                                      |                                |                            |                             |                                   |                                     |                                 |                            |                               |                                   |                 |  |
| CAVALIER PROPOSED<br>CONTRACT LANGUAGE |  |                                  |                         |                                       |                                 |                               |                                  |                                    |                                     |                                      |                                      |                                   |                                |                                   |                                  |                                |                                |                                   |                                       |                                   |                  |                                   |  |                                  |                                    |                              |                                   |                                      |                                |                            |                             |                                   |                                     |                                 |                            |                               |                                   |                 |  |
| DISPL TED ISSUES                       |  |                                  |                         |                                       |                                 |                               |                                  |                                    |                                     |                                      |                                      |                                   |                                |                                   |                                  |                                |                                |                                   |                                       |                                   |                  |                                   |  |                                  |                                    |                              |                                   |                                      |                                |                            |                             |                                   |                                     |                                 |                            |                               |                                   |                 |  |

| DISPUTED ISSUES | CAVALIER PROPOSED<br>CONTRACT LANGUAGE | CAVALIER RATIONALE | VERIZON PROPOSED<br>CONTRACT LANGUAGE                            | VERIZON RATIONALE |
|-----------------|--|--------------------|--|-------------------|
|                 | CONTRACT BANGUAGE                      |                    | A Three (3) business days  |                   |
|                 |  |                    | will be required following receipt                               |                   |
|                 |  |                    | of Cavalier's valid, accurate and                                |                   |
|                 |  |                    | pre-qualified service order for a                                |                   |
|                 |  |                    | Digital Designed Loop to analyze                                 |                   |
|                 |  |                    | the loop and related plant records                               |                   |
|                 |  |                    | and to create an Engineering Work                                |                   |
|                 |  |                    | Order  |                   |
|                 |  |                    | Order  |                   |
|                 | 1<br>                                  |                    | B Upon completion of an  |                   |
|                 |  | ļ                  | Engineering Query, Verizon will                                  |                   |
|                 |  |                    | initiate the construction order to                               |                   |
|                 |  |                    |  |                   |
|                 |  |                    | perform the changes/modifications                                |                   |
|                 |  |                    | to the Loop requested by Cavalier                                |                   |
|                 |  |                    | Conditioning activities are, in most                             |                   |
|                 |  |                    | cases, able to be accomplished                                   |                   |
|                 |  |                    | within fifteen (15) business days                                |                   |
|                 |  | į                  | Unforeseen conditions may add to                                 |                   |
|                 |  |                    | this interval, unless such additional                            |                   |
|                 |  |                    | time is not permitted pursuant to                                |                   |
|                 |  |                    | Applicable Law   |                   |
|                 |  |                    | C After the engineering and                                      |                   |
|                 |  |                    |  |                   |
|                 |  |                    | conditioning tasks have been                                     |                   |
|                 |  |                    | completed, the standard Loop                                     |                   |
|                 |  |                    | provisioning and installation                                    |                   |
|                 |  |                    | process will be initiated, subject to                            |                   |
|                 |  |                    | Verizon's standard provisioning                                  |                   |
|                 |  |                    | intervals  |                   |
|                 |  |                    | 11 2 12 4 If Cavalian recovers                                   |                   |
|                 |  |                    | 11.2.12.4 - If Cavalier requires a change in scheduling, it must |                   |
|                 |  |                    | contact Verizon to issue a                                       |                   |
|                 |  |                    |  |                   |
|                 |  |                    | supplement to the original service                               |                   |
|                 |  |                    | order If Cavalier cancels the                                    |                   |
|                 |  | 1                  | request for conditioning after a                                 |                   |
|                 |  |                    | loop analysis has been completed                                 |                   |
|                 |  |                    | but prior to the commencement of                                 |                   |

| DISPUTED ISSUES   | CAVALIER PROPOSED<br>CONTRACT LANGUAGE  | CAVALIER RATIONALE   | VERIZON PROPOSED<br>CONTRACT LANGUAGE   | VERIZON RATIONALE  |
|---|---|--|---|--|
|   |   |  | construction work, Cavaher shall compensate Verizon for an Engineering Work Order charge as set forth in Exhibit A. If Cavalier cancels the request for conditioning after the loop analysis has been completed and after construction work has started or is complete, Cavalier shall compensate Verizon for an Engineering Work Order charge as well as the charges associated with the conditioning tasks performed as set forth in Exhibit A.  See also Section VI of Exhibit A to Proposed Agreement filed September 5, 2003   |  |
| Issue C10: Should the agreement be amended to modify use of the term "accessible terminal" (§ 11.2.15.1), restore a provisioning interval (§ 11.2.15.8), modify a use restriction (§ 11.2.15.15), and add queue, CO-connectivity-maps, and improved-field-survey terms from Cavalier's Virginia arbitration petition? (§ 11.2.15) | 11.2.15.4 - A Dark Fiber Inquity Form must be submitted prior to submitting an ASR Upon receipt of Cavalier's completed Dark Fiber Inquity Form, Verizon will initiate a review of its cable records to determine whether Dark Fiber Loop(s) or Dark Fiber IOF may be available between the locations and in the quantities specified Verizon will respond within fifteen (15) Business Days from receipt of the Cavalier's Dark Fiber Inquity Form, indicating whether Dark Fiber Loop(s) or Dark Fiber IOF may be available (if so available, an "Acknowledgement") based on the records search except that for ten | Cavaliei believes that that several points of Verizon's dark fiber provisioning should be improved. For improvements, Verizon should have an ordering queue similar to that used for physical collocation space, provide industry-standard maps showing central office connectivity, improve field surveys add detail to responses about the availability of dark fiber, and add an obligation to seek to resolve any disagreements about the availability of fiber. | 11.2.15.4 - A Dark Fiber Inquiry Form must be submitted prior to submitting an ASR Upon receipt of Cavalier's completed Dark Fiber Inquiry Form, Verizon will initiate a review of its cable records to determine whether Dark Fiber Loop(s) or Dark Fiber IOF may be available between the locations and in the quantities specified Verizon will respond within fifteen (15) Business Days from receipt of the Cavalier's Dark Fiber Inquiry Form, indicating whether Dark Fiber Loop(s) or Dark Fiber IOF may be available (if so available, an "Acknowledgement") based on the records search except that for | Cavalier's proposed dark fiber definitions are impermissible under the Triennial Review Order Verizon is not required to provide IOF between its central offices and Cavalier's central offices, let alone to a third-party CLEC's central office (Albert Panel Direct, page 17, lines 6-14)  The "dark fiber queue" that Cavalier proposes is nothing like Verizon's queue for physical collocation space, and it is not required by the Act (Albert Panel Direct, page 12, lines 17-19, page 19, lines 3-15) |

| DISPUTED ISSUES | CAVALIER PROPOSED  | CAVALIER RATIONALE | VERIZON PROPOSED                      | VERIZON RATIONALE                    |
|-----------------|--|--------------------|---------------------------------------|--------------------------------------|
| DISCOLED ISSUES | CONTRACT LANGUAGE  | CAVALIER RATIONALE | CONTRACT LANGUAGE                     | VERIZON RATIONALE                    |
|                 | · · · · · · · · · · · · · · · · · · ·                                |                    | - <del>+-</del>                       | The "dark fiber queue" that          |
|                 | (10) or more requests per LATA or large, complex projects, Verizon   |                    | ten (10) or more requests per         |                                      |
|                 |  |                    | LATA or large, complex projects,      | Cavalier proposes will not, as       |
|                 | reserves the right to negotiate a different interval. The Dark Fiber |                    | Verizon reserves the right to         | Cavalier contends, reduce            |
|                 |  |                    | negotiate a different interval. The   | Venizon's burden for provisioning    |
|                 | Inquiry is a record search and does                                  |                    | Dark Fiber Inquiry is a record        | dark fiber Particularly because      |
|                 | not guarantee the availability of                                    |                    | search and does not guarantee the     | Verizon does not have a              |
|                 | Dark Fiber Loop(s) or Dark Fiber                                     |                    | availability of Dark Fiber Loop(s)    | mechanized system for conducting     |
|                 | IOF Where a direct Dark Fiber  |                    | or Dark Fiber IOF Where a direct      | dark fiber inquiries, Cavalier's     |
|                 | IOF route is not available, Verizon                                  |                    | Dark Fiber IOF route is not           | proposal plantly will cause more     |
|                 | will provide, where available, Dark                                  |                    | available, Verizon will provide,      | paperwork, not less                  |
|                 | Fiber IOF via a reasonable indirect                                  |                    | where available, Dark Fiber IOF       | T                                    |
|                 | route that passes through  |                    | via a reasonable indirect route that  | The maps that Verizon currently      |
|                 | intermediate Verizon Central   |                    | passes through intermediate           | provides to Cavalier upon its        |
|                 | Offices at the rates set forth in                                    |                    | Verizon Central Offices at the rates  | written request meet Cavalier's      |
|                 | Exhibit A Any limitations on the                                     |                    | set forth in Exhibit A Any            | need for information about the       |
|                 | number of intermediate Verizon                                       |                    | limitations on the number of          | availability of dark fiber (Albert   |
|                 | Central Offices will be discussed                                    |                    | ıntermediate Verizon Central          | Panel Direct, page 19, lines 19-     |
|                 | with Cavalier If access to Dark                                      |                    | Offices will be discussed with        | 24)                                  |
|                 | Fibei IOF is not available, Verizon                                  |                    | Cavalier If access to Dark Fiber      |                                      |
|                 | will notify Cavalier, within fifteen                                 |                    | IOF is not available, Verizon will    | Cavalier has not justified the added |
|                 | (15) Business Days, that no spare                                    |                    | notify Cavalier, within fifteen (15)  | complexity and bureaucracy of        |
|                 | Dark Fiber IOF is available over the                                 |                    | Business Days, that no spare Dark     | either a joint field survey or a     |
|                 | direct route nor any reasonable                                      |                    | Fiber IOF is available over the       | separate dark fiber Alternative      |
|                 | alternate indirect route, except that                                |                    | direct route nor any reasonable       | Dispute Resolution process           |
|                 | for voluminous requests or large,                                    |                    | alternate indirect route, except that | (Albert Panel Direct, page 21, line  |
|                 | complex projects, Verizon reserves                                   |                    | for voluminous requests or large,     | 9, page 22, line 14)                 |
|                 | the right to negotiate a different                                   |                    | complex projects, Verizon reserves    |                                      |
|                 | interval Where no available route                                    |                    | the right to negotiate a different    |                                      |
|                 | was found during the record teview,                                  |                    | interval Where no available route     |                                      |
|                 | Verizon will identify the first                                      |                    | was found during the record           |                                      |
|                 | blocked segment on each alternate                                    |                    | review, Verizon will identify the     |                                      |
|                 | indirect route and which segment(s)                                  |                    | first blocked segment on each         |                                      |
|                 | in the alternate indirect route are                                  |                    | alternate indirect route and which    |                                      |
|                 | available prior to encountering a                                    |                    | segment(s) in the alternate indirect  |                                      |
|                 | blockage on that route, at the rates                                 |                    | route are available prior to          |                                      |
|                 | set forth in Exhibit A In  |                    | encountering a blockage on that       |                                      |
|                 | responding to Dark Fiber Inquiries                                   |                    | route, at the rates set forth in      |                                      |
|                 | from Cavalier, Verizon will identify                                 |                    | Exhibit A                             |                                      |

| DISPUTED ISSUES | CAVALIER PROPOSED                        | CAVALIER RATIONALE | VERIZON PROPOSED                      | VERIZON RATIONALE |
|-----------------|--|--------------------|---------------------------------------|-------------------|
|                 | CONTRACT LANGUAGE                        |                    | CONTRACT LANGUAGE                     |                   |
|                 | whether fiber is (1) installed and       |                    |                                       |                   |
|                 | available (11) installed but not         |                    | 11.2.15.4.1 - Cavalier shall          |                   |
|                 | available, or (111) not installed        |                    | indicate on the Dark Fiber Inquiry    |                   |
|                 | Where fiber is not available,            |                    | Form whether the available Dark       |                   |
|                 | Verizon shall describe in reasonable     |                    | Fiber should be reserved, at the      |                   |
|                 | detail the reason why fiber is not       |                    | rates set forth in Exhibit A,         |                   |
|                 | available, including, but not limited    |                    | pending receipt of an order for the   |                   |
|                 | to, specifying whether fiber is          |                    | Dark Fiber                            |                   |
|                 | present but needs to be spliced,         |                    |                                       |                   |
|                 | whether no fiber at all is present       |                    | 11.2.15.5 - Upon request, and         |                   |
|                 | between the two points specified by      |                    | subject to time and material          |                   |
|                 | Cavaliei, whether further work           |                    | charges to be quoted by Verizon,      |                   |
|                 | other than splicing needs to be          |                    | Verizon shall provide to Cavalier     |                   |
|                 | performed, and the nature of any         |                    | the following information             |                   |
|                 | such further work other than             |                    | (                                     |                   |
|                 | splicing If Verizon responds that        |                    | 1) A fiber layout map that            |                   |
|                 | fiber is installed, whether or not it is |                    | shows the streets within a wire       |                   |
|                 | available, then Verizon shall also       |                    | center where there are existing       |                   |
|                 | provide information specifying the       |                    | Verizon fiber cable sheaths           |                   |
|                 | locations of all pedestals, vaults,      |                    | Verizon shall provide such maps to    |                   |
|                 | other intermediate points of             |                    | Cavalier subject to the               |                   |
|                 | connection, and also specifying          |                    | confidentiality provisions of this    |                   |
|                 | which portions have available fiber      |                    | Agreement and the agreement of        |                   |
|                 | and which portions do not Use of         |                    | Cavalier, in writing, to use them     |                   |
|                 | information provided by Verizon          |                    | for preliminary design purposes       |                   |
|                 | pursuant to this provision shall be      |                    | only Cavalier acknowledges that       |                   |
|                 | limited to Cavalier's engineering        |                    | fiber layout maps do not show         |                   |
|                 | and operations personnel                 |                    | whether or not spare fiber facilities |                   |
|                 | Cavalier's marketing personnel           |                    | are available Verizon shall           |                   |
|                 | shall not be permitted access to, or     |                    | provide fiber layout maps to          |                   |
|                 | use of, this information This            |                    | Cavalier subject to a negotiated      |                   |
|                 | provision is intended to reduce          |                    | interval                              |                   |
|                 | uncertainty about whether or not         |                    | intervar                              |                   |
|                 | dark fiber is "terminated" or not        |                    | (11) A field survey that shows        |                   |
|                 | The result is to managed of not          |                    | the availability of dark fiber pairs  |                   |
|                 | 11.2.15.4.1 - Cavalier shall indicate    |                    | between two or more Verizon           |                   |
|                 | on the Dark Fiber Inquiry Form           |                    | 1                                     |                   |
|                 | whether the available Dark Fiber         |                    | central offices, a Verizon central    |                   |
|                 | The available Dark Hotel                 | <u> </u>           | office and a Cavalier central office  |                   |

| DISPUTED ISSUES | CAVALIER PROPOSED                       | CAVALIER RATIONALE | VERIZON PROPOSED                     | VERIZON RATIONALE        |
|-----------------|---|--------------------|--------------------------------------|--------------------------|
|                 | CONTRACT LANGUAGE                       |                    | CONTRACT LANGUAGE                    | · Eldiso · Idilios · Idi |
|                 | should be reserved, at the rates set    |                    | or a Verizon end office and the      |                          |
|                 | forth in Exhibit A, pending receipt     |                    | premises of a Customer, shows        |                          |
|                 | of an order for the Dark Fiber If       |                    | whether or not such pairs are        |                          |
|                 | Cavalier submits a Dark Fiber           |                    | defective, shows whether or not      |                          |
|                 | Inquiry to Verizon concerning the       |                    | such pairs have been used by         |                          |
|                 | availability of one or more pairs of    |                    | Verizon for emergency restoration    |                          |
|                 | dark fiber on a route where fiber       |                    | activity and tests the transmission  |                          |
|                 | exists, but pairs of dark fiber are not |                    | characteristics of Verizon dark      |                          |
|                 | presently available, then upon          |                    | fiber pairs If a field survey shows  |                          |
|                 | written request by Cavalier, Verizon    |                    | that a Dark Fiber Loop or Dark       |                          |
|                 | shall place Cavalier's inquiry in       |                    | Fiber IOF is available, Cavalier     |                          |
|                 | queue for a period of two (2) years     |                    | may reserve the Dark Fiber Loop      |                          |
|                 | and will provide Cavalier with          |                    | or Dark Fiber IOF, as applicable,    |                          |
|                 | written noticed within thirty (30)      |                    | for ten (10) Business Days from      |                          |
|                 | days if any pairs of dark fiber         |                    | receipt of Verizon's field survey    |                          |
|                 | become available along that route       |                    | results If Cavalier submits an       |                          |
|                 | Upon written request by Cavalier,       |                    | order for access to such Dark Fiber  |                          |
|                 | Verizon shall extend the time for       |                    | Loop or Dark Fiber IOF after         |                          |
|                 | holding a request in queue by an        |                    | passage of the foregoing ten (10)    |                          |
|                 | additional two (2) years                |                    | Business Day reservation period,     |                          |
| }               | 1                                       |                    | Verizon does not guarantee or        |                          |
|                 |   |                    | warrant the Dark Fiber Loop or       |                          |
|                 | 11.2.15.5 - Upon request, and           |                    | Dark Fiber IOF will be available     |                          |
|                 | subject to time and material charges    |                    | when Verizon receives such order,    |                          |
|                 | to be quoted by Verizon, Verizon        |                    | and Cavalier assumes all risk that   |                          |
| i               | shall provide to Cavalier the           |                    | the Dark Fiber Loop or Dark Fiber    |                          |
|                 | following information (i)Within 10      |                    | IOF will not be available. Verizon   |                          |
|                 | (ten) business days after written       |                    | shall perform a field survey subject |                          |
|                 | request by Cavalier, for each           |                    | to a negotiated interval If          |                          |
| •               | specified local access and transport    |                    | Cavalier submits an order for a      |                          |
|                 | area (LATA) in which Verizon and        |                    | dark fiber pair without first        |                          |
|                 | Cavalier are both certified to          |                    | obtaining the results of a field     |                          |
|                 | provide service, Verizon shall          |                    | survey of such pair, Cavalier        |                          |
|                 | provide Cavalier with a map that        |                    | assumes all risk that the pair will  |                          |
|                 | (1) shows the location of each          |                    | not be compatible with Cavalier's    |                          |
|                 | Verizon central office (including       |                    | equipment, including, but not        |                          |
|                 | tandems, end offices, and remotes),     |                    | limited to, order cancellation       |                          |
|                 | (11) indicates in a straight-line, dot- |                    | charges                              |                          |

| DISPUTED ISSUES  | CAVALIER PROPOSED                      | CAVALIER RATIONALE | VERIZON PROPOSED  | VERIZON RATIONALE |
|------------------|--|--------------------|-------------------|-------------------|
| DIST CTED ISSUES | CONTRACT LANGUAGE                      | CAVALIER RATIONALE | CONTRACT LANGUAGE | VERIZON RATIONALE |
|                  | to-dot format, all existing routes for |                    | CONTRACT LANGUAGE |                   |
|                  | dark fiber connecting any central      |                    |                   |                   |
|                  |  |                    |                   |                   |
|                  | office with any other central office,  |                    |                   |                   |
|                  | with an emphasis on connectivity as    |                    |                   |                   |
|                  | opposed to the strict geographic       |                    |                   |                   |
|                  | accuracy or specificity of the exact   |                    |                   |                   |
|                  | tiber route, and (111) indicates where |                    |                   |                   |
|                  | Verizon plans to build fiber in the    |                    |                   |                   |
|                  | next three (3) years Use of            |                    |                   |                   |
|                  | information provided by Verizon        |                    |                   |                   |
|                  | pursuant to this provision shall be    |                    |                   |                   |
|                  | limited to Cavalier's engineering      |                    |                   |                   |
|                  | and operations personnel               |                    |                   |                   |
|                  | Cavalier's marketing personnel         |                    |                   |                   |
|                  | shall not be permitted access to, or   |                    |                   |                   |
|                  | use of, this information This          |                    |                   |                   |
|                  | provision is intended to reflect more  |                    |                   |                   |
|                  | closely the practices of fiber         |                    |                   |                   |
|                  | vendors who provide this type of       |                    |                   |                   |
|                  | information without charge and         |                    |                   |                   |
|                  | immediately upon demand (ii) A         |                    |                   |                   |
|                  | joint field survey, upon Cavalier's    |                    |                   |                   |
|                  | written agreement to pay the costs     |                    |                   |                   |
|                  | of a joint field survey, Verizon shall |                    |                   |                   |
|                  | then within ten (10) business days     |                    |                   |                   |
|                  | perform a joint field survey, and      |                    |                   |                   |
|                  | Cavalier shall pay the estimated cost  |                    |                   |                   |
|                  | of Verizon's time and materials plus   |                    |                   |                   |
|                  | any additional costs incurred by       |                    |                   |                   |
|                  | Verizon that were not reasonably       |                    |                   |                   |
|                  | foreseeable at the time that Verizon   |                    |                   |                   |
|                  | provided its estimate of the survey's  |                    |                   |                   |
|                  | cost The joint field survey shall      |                    |                   |                   |
|                  | show the availability of dark fiber    |                    |                   |                   |
|                  | pairs between two or more Verizon      |                    |                   |                   |
|                  | central offices, a Verizon central     |                    |                   |                   |
|                  | office and another central office or a | 1                  |                   |                   |
|                  | Verizon end office and the premises    |                    |                   |                   |

| DISPUTED ISSUES | CAVALIER PROPOSED<br>CONTRACT LANGUAGE | CAVALIER RATIONALE | VERIZON PROPOSED<br>CONTRACT LANGUAGE | VERIZON RATIONALE |
|-----------------|--|--------------------|---------------------------------------|-------------------|
|                 | of a Customer, shows whether or        |                    | CONTRACT LANGUAGE                     | <del></del>       |
| ľ               | not such pairs are defective, shows    |                    |                                       |                   |
|                 | whether or not such pairs have been    |                    |                                       |                   |
|                 | used by Verizon for emergency          |                    | İ                                     |                   |
|                 | restoration activity and tests the     |                    |                                       |                   |
|                 | transmission characteristics of        |                    |                                       |                   |
|                 | Verizon dark fiber pairs Pijor to      |                    |                                       |                   |
|                 | performing such a field survey,        |                    |                                       |                   |
|                 | upon Cavalier's written request,       |                    |                                       |                   |
|                 | Verizon shall within five (5)          |                    |                                       |                   |
|                 | business days provide Cavalier with    |                    |                                       |                   |
|                 | a binding estimate of the cost of      |                    |                                       |                   |
|                 | Verizon's time and materials to        |                    |                                       |                   |
| į               | perform the joint field survey with    |                    |                                       |                   |
|                 | Cavalier If a field survey shows       |                    |                                       |                   |
| į               | that a Dark Fiber Loop or Dark         |                    |                                       |                   |
|                 | Fiber IOF is available, Cavalier may   |                    |                                       |                   |
|                 | reserve the Dark Fiber Loop or Dark    |                    |                                       |                   |
|                 | Fiber IOF, as applicable, for ten      |                    |                                       |                   |
|                 | (10) Business Days from receipt of     |                    |                                       |                   |
|                 | Verizon's field survey results If      |                    |                                       |                   |
|                 | Cavalier submits an order for access   |                    |                                       |                   |
|                 | to such Dark Fiber Loop or Dark        |                    |                                       |                   |
|                 | Fiber IOF after passage of the         |                    |                                       | i                 |
|                 | foregoing ten (10) Business Day        |                    |                                       |                   |
|                 | reservation period, Verizon does not   |                    |                                       |                   |
|                 | guarantee or warrant the Dark Fiber    |                    |                                       | ì                 |
|                 | Loop or Dark Fiber IOF will be         |                    |                                       | }                 |
|                 | available when Verizon receives        |                    |                                       |                   |
|                 | such order, and Cavalier assumes all   |                    |                                       |                   |
|                 | risk that the Dark Fiber Loop or       |                    |                                       |                   |
|                 | Dark Fiber IOF will not be             |                    |                                       |                   |
|                 | available. Verizon shall perform a     |                    |                                       |                   |
|                 | field survey subject to a negotiated   |                    |                                       |                   |
|                 | interval If Cavalier submits an        |                    |                                       |                   |
|                 | order for a dark fiber pair without    |                    |                                       |                   |
|                 | first obtaining the results of a field | i                  |                                       |                   |
|                 | survey of such pair, Cavalier          |                    |                                       |                   |

| DISPUTED ISSUES  | CAVALIER PROPOSED CONTRACT LANGUAGE assumes all risk that the pair will not be compatible with Cavalier's equipment, including, but not limited to, order cancellation charges  The parties also agree to negotiate in good faith to devise a viable, alternative means of resolving any                | CAVALIER RATIONALE  | VERIZON PROPOSED<br>CONTRACT LANGUAGE | VERIZON RATIONALE  |
|--|---|---|---------------------------------------|--|
|  | disputes about the availability of dark fiber, if the maps or field survey process described above leave either party with doubt or uncertainty about the availability of dark fiber  |   |                                       |  |
| Issue C11: Should the agreement require improved project coordination for special access migrations to UNEs, particularly when an asset or ownership acquisition is involved? (§ 14.6) | RESOLVED  | RESOLVED  | RESOLVED                              | RESOLVED   |
| Issue C12: Should the agreement address electronic loop provisioning and include a process to address the hot-cut process? (§§ 11.15, 11.17)   | 11.16 - Joint Implementation Team 11.16.1 - The parties agree that implementation of the arrangements and services described in this Agreement require technical and operational coordination between the parties The patites shall therefore form a team (the "Joint Implementation Team") to identify | Cavalier believes that the parties should improve technical and operational coordination where possible, through a joint implementation team that addresses particular issues as they arise or become concerns. | 11.16 - No proposed language.         | Cavalier has offered no rationale for its sweeping Joint Implementation Team proposal, which would overhaul Verizon's provisioning processes for all services, not just hot cuts (Maguire Direct, page 3, lines 14-16)  There is no hot cut problem in |

| DISPUTED ISSUES | CAVALIER PROPOSED                     | CAVALIER RATIONALE  | VERIZON PROPOSED  | VERIZON RATIONALE  |
|-----------------|---------------------------------------|---------------------|-------------------|--|
|                 | CONTRACT LANGUAGE                     | CATALLER RATIO (ALL | CONTRACT LANGUAGE | · VERIZON RATIONALE  |
|                 | and develop the processes,            |                     | CONTRACTENTOGAGE  | Virginia (Maguire Direct, page 5.                                |
| ;<br>I          | guidelines, specifications, and       |                     |                   | lines 1-9) The Commission has                                    |
|                 | standards that are necessary to       |                     |                   | already found that Verizon's hot                                 |
|                 | implement the arrangements and        |                     |                   | cut performance in Virginia meets                                |
|                 | services described in this            |                     |                   | Verizon's obligation under the Act                               |
|                 | Agreement Within thirty (30) days     |                     |                   | (Maguire Direct, page 6, lines 16-                               |
|                 | after execution of this Agreement,    |                     |                   | /8) In fact, during the first six                                |
|                 | each party shall designate, in        |                     |                   | months of this year, Verizon's on-                               |
|                 | writing, no more than two (2)         |                     |                   | time hot cut performance in                                      |
|                 | persons to be regular members of      |                     |                   | Virginia has continued to meet or                                |
|                 | the Joint Implementation Team,        |                     |                   | exceed the benchmark set by the                                  |
|                 | provided, however, that either party  |                     | [<br>             | Virginia SCC (Maguire Direct                                     |
|                 | may also include in meetings or       |                     |                   | page 6, lines 12-15)   |
|                 | activities such technical specialists |                     |                   | page o, times 12-15)   |
|                 | or other individuals as may be        |                     |                   | Cavalier has not shown that                                      |
|                 | reasonably required to address a      |                     |                   | existing mechanisms for handling                                 |
|                 | specific task, matter, or subject     |                     |                   | hot cut problems are insufficient                                |
|                 | Each party may replace any or all of  |                     |                   | One of those mechanisms is the 1-                                |
|                 | its Joint Iniplementation Team        |                     |                   | 877-HOTCUTS number that  |
|                 | members at any time by delivering     |                     |                   | Verizon has established so that                                  |
|                 | written notice thereof to the other   |                     |                   | Cavalier or any CLEC can call to                                 |
|                 | party Each member of the Joint        |                     |                   | reach Verizon's maintenance                                      |
|                 | Implementation Team shall have the    |                     |                   | group and discuss provisioning                                   |
|                 | authority to bind the party that      |                     |                   | problems in real time Cavalier is                                |
|                 | member represents in matters          |                     |                   |  |
|                 | relating to this Agreement            |                     |                   | aware of this number, but has yet                                |
|                 | relating to this Agreement            |                     |                   | to call it Before proposing rigid                                |
|                 | 11.16.2 - Matters to be considered    |                     |                   | new processes that add another                                   |
|                 | by the Joint Implementation Team      |                     |                   | layer of bureaucracy to an already                               |
|                 | shall be presented to the Joint       |                     |                   | complex issue, Cavalier should, at                               |
|                 | Implementation Team in writing by     |                     |                   | a minimum, attempt to utilize the various informal and effective |
|                 | a regular member of the Joint         |                     |                   |  |
|                 | Implementation Team As needed,        |                     |                   | processes that Verizon currently                                 |
|                 | and subject at all times to the terms |                     |                   | has in place (Maguire Rebuttal,                                  |
|                 | of this Agreement, the Joint          |                     |                   | page 2, lines 2-14)  |
|                 | Implementation Team shall address     |                     |                   |  |
|                 | the following matters                 |                     |                   |  |
|                 | (a) the respective duties and         |                     |                   |  |
|                 | (a) the respective duties and         |                     |                   | <u> </u>   |

| DISPUTED ISSUES | CAVALIER PROPOSED                    | CAVALIER RATIONALE | VERIZON PROPOSED  | VERIZON RATIONALE |
|-----------------|--------------------------------------|--------------------|-------------------|-------------------|
|                 | CONTRACT LANGUAGE                    |                    | CONTRACT LANGUAGE |                   |
|                 | responsibilities of the parties      |                    |                   |                   |
|                 | with respect to the                  |                    |                   |                   |
|                 | administration and maintenance       |                    |                   |                   |
|                 | of interconnection (including        |                    |                   |                   |
|                 | signaling), including standards      |                    |                   |                   |
|                 | and procedures for notification      |                    |                   |                   |
|                 | of trunk disconnects,                |                    |                   |                   |
|                 | (b) disaster recovery and escalation |                    |                   |                   |
| 1               | provisions,                          |                    |                   |                   |
|                 | (c) access to operations support     |                    |                   |                   |
|                 | systems functions provided           |                    |                   |                   |
| 1               | under this Agreement,                |                    |                   |                   |
|                 | including gateways and               |                    |                   |                   |
|                 | interfaces,                          |                    |                   |                   |
|                 | (d) escalation procedures for        |                    |                   |                   |
|                 | ordering, provisioning, billing,     |                    |                   |                   |
|                 | and maintenance,                     |                    |                   |                   |
|                 | (e) single points of contact for     |                    |                   |                   |
|                 | ordering, provisioning, billing,     |                    |                   |                   |
|                 | and maintenance,                     |                    |                   |                   |
|                 | (f) service ordering and             |                    |                   |                   |
| 1               | provisioning procedures,             |                    |                   |                   |
|                 | including provision of the           |                    |                   |                   |
|                 | trunks and facilities,               |                    |                   |                   |
|                 | (g) provisioning and maintenance     |                    |                   |                   |
|                 | support,                             |                    |                   |                   |
|                 | (h) conditioning and provisioning    |                    |                   |                   |
|                 | of collocation space and             |                    |                   |                   |
|                 | maintenance of collocated            |                    |                   |                   |
|                 | equipment,                           |                    |                   |                   |
|                 | (1) procedures and processes for     |                    |                   |                   |
|                 | directories, directory assistance,   |                    |                   |                   |
| Í               | and directory listings,              |                    |                   |                   |
|                 | (j) billing processes and            |                    |                   |                   |
|                 | procedures,                          |                    |                   |                   |
|                 | (k) network planning components      |                    |                   |                   |
|                 | including time intervals,            |                    |                   |                   |
|                 | (1) joint systems readiness and      | <u> </u>           |                   |                   |

| DISPUTED ISSUES | CAVALIER PROPOSED                     | CAVALIER RATIONALE | VERIZON PROPOSED  | VERIZON RATIONALE |
|-----------------|---------------------------------------|--------------------|-------------------|-------------------|
|                 | CONTRACT LANGUAGE                     |                    | CONTRACT LANGUAGE |                   |
|                 | operational readiness plans,          |                    |                   |                   |
|                 | (ni) appropriate testing of services. |                    |                   |                   |
|                 | equipment, facilities and             |                    |                   |                   |
|                 | Network Elements,                     | i<br>ì             |                   |                   |
|                 | (n) monitoring inter-company          |                    |                   |                   |
|                 | operational processes,                |                    |                   |                   |
|                 | (o) physical and network security     |                    |                   |                   |
|                 | concerns,                             |                    | !<br>!            |                   |
|                 | (p) 911 and E911 processes and        |                    |                   |                   |
|                 | procedures, and                       |                    |                   |                   |
|                 | (q) such matters of technical and     |                    |                   |                   |
|                 | operational coordination as are       |                    |                   |                   |
|                 | necessary to implement this           |                    |                   |                   |
|                 | Agreement                             |                    |                   |                   |
|                 | 11.16.3 - Determinations of the       |                    |                   |                   |
|                 | Joint Implementation Team shall       |                    |                   |                   |
|                 | require the consent of each regular   |                    |                   |                   |
|                 | member of the Joint Implementation    |                    |                   |                   |
|                 | Team The agreements so reached        |                    |                   |                   |
|                 | by the Joint Implementation Team      |                    |                   |                   |
|                 | shall be documented in writing        |                    |                   |                   |
|                 |                                       |                    |                   |                   |
|                 | 11.16.4 - The agreements reached      |                    |                   |                   |
|                 | by the Joint Implementation Team      |                    |                   |                   |
|                 | may be amended from time to time      |                    |                   |                   |
|                 | by the Joint Implementation Team      |                    |                   |                   |
|                 | as it deems appropriate               |                    |                   |                   |
|                 | 11.16.5 - If the regular members of   |                    |                   |                   |
|                 | the Joint Implementation Team do      |                    |                   |                   |
|                 | not agree on the way in which to      |                    |                   |                   |
|                 | address a matter before the Joint     |                    |                   |                   |
|                 | Implementation Team, or do not        |                    |                   |                   |
|                 | agree that such a matter may or       |                    |                   |                   |
|                 | need be addressed by the Joint        |                    |                   |                   |
|                 | Implementation Team, then each        |                    |                   |                   |
|                 | party shall describe its position on  |                    |                   |                   |

| DISPUTED ISSUES           | CAVALIER PROPOSED                       | CAVALIER RATIONALE                | VERIZON PROPOSED                     | VERIZON RATIONALE                  |
|---------------------------|---|-----------------------------------|--------------------------------------|------------------------------------|
|                           | CONTRACT LANGUAGE                       |                                   | CONTRACT LANGUAGE                    | i<br>•                             |
|                           | the matter in writing and shall         |                                   |                                      |                                    |
|                           | furnish the written description to the  |                                   |                                      |                                    |
|                           | other party, and, except in cases of    |                                   |                                      |                                    |
| ,                         | emergency, not earlier than fifteen     |                                   |                                      |                                    |
|                           | (15) days after the date for the        |                                   |                                      |                                    |
|                           | furnishing of written positions, the    |                                   |                                      |                                    |
|                           | matter shall be deemed in dispute,      |                                   |                                      |                                    |
|                           | and may be submitted for resolution     |                                   |                                      |                                    |
|                           | pursuant to the dispute resolution      |                                   |                                      |                                    |
|                           | provisions of this Agreement and,       |                                   |                                      |                                    |
|                           | failing informal resolution, by any     |                                   |                                      |                                    |
|                           | forum of competent junsdiction          |                                   |                                      |                                    |
|                           | 11.16.6 - Either party may designate    |                                   |                                      |                                    |
|                           | a matter for consideration by the       |                                   |                                      |                                    |
|                           | Joint Implementation Team as an         |                                   |                                      |                                    |
|                           | emergency matter The Joint              |                                   |                                      |                                    |
|                           | Implementation Team shall use all       |                                   |                                      |                                    |
|                           | commercially reasonable efforts to      |                                   |                                      |                                    |
|                           | resolve any such emergency matter       |                                   |                                      |                                    |
|                           | without delay Eithei party may          |                                   |                                      |                                    |
|                           | ımmediately escalate any                |                                   |                                      |                                    |
|                           | Emergency matter to higher-level        |                                   |                                      |                                    |
|                           | employees or representatives of the     |                                   |                                      |                                    |
|                           | other party, and, if such escalation is |                                   |                                      |                                    |
|                           | unsuccessful, then to the               |                                   |                                      |                                    |
|                           | Commission or any other forum of        |                                   |                                      |                                    |
|                           | competent jurisdiction                  |                                   |                                      |                                    |
|                           |   |                                   |                                      |                                    |
| Issue C14: Should the     | 11.4 - Loops Served by Integrated       | Cavalier believes that Verizon    | 11.4 - No proposed language.         | Verizon proposes that if Cavalier  |
| agreement require a       | Digital Loop Carrier                    | should unbundled access to        | _                                    | seeks access to an IDLC-served     |
| limited trial to explore  |   | loops served on IDLC, through a   | 11.7.6 - Verizon shall provide       | unbundled loop for a particular    |
| IDLC loop unbundling,     | 11.4.1 - Cavalier and Verizon will      | hairpin/nail-up process like that | Cavalier access to its Loops at each | customer, Verizon will provide     |
| as proposed in Cavalier's | jointly test and develop a method of    | used by BellSouth and Florida     | of Verizon's Wire Centers for        | Cavalier with a loop in accordance |
| Virginia arbitration      | unbundled access to loops or lines      | Digital Networks, or through a    | Loops terminating in that Wire       | with Verizon's legal obligations   |
| petition? (§ 11.4)        | served through integrated digital       | multiple switch-hosting process   | Center In addition, if Cavalier      | (Albert Panel Direct, page 25,     |
|                           | loop carrier (IDLC), to follow          | like that used internally by      | requests, in order to provide        | lines 16-18)                       |

| DISPUTED ISSUES | CAVALIER PROPOSED                      | CAVALIER RATIONALE        | VERIZON PROPOSED                    | VERIZON RATIONALE                    |
|-----------------|--|---------------------------|-------------------------------------|--------------------------------------|
|                 | CONTRACT LANGUAGE                      |                           | CONTRACT LANGUAGE                   |                                      |
|                 | generally the process that the parties | Cavalier, with the chosen | narrowband services, unbundling     |                                      |
|                 | used to develop a method for the       | method depending on the   | of a 2-Wire Analog or 4-Wire        | Cavalier has not provided any cost   |
|                 | parallel provisioning of dark fiber    | circumstances             | Analog loop currently provisioned   | studies to support its rate proposal |
|                 | and collocation augments               |                           | via Integrated Digital Loop Carrier | Moreover, the costs of unbundling    |
|                 | _                                      |                           | ("IDLC"), Verizon shall, as and to  | IDLC are likely to be higher than    |
|                 | 11.4.2 - For a central offices where   |                           | the extent required by Applicable   | the costs of unbundling a copper     |
|                 | Cavalier seeks access to a limited     |                           | Law, provide Cavalier unbundled     | loop (Albert Panel Direct, page      |
|                 | number of lines served by IDLC,        |                           | access to a loop capable of         | 26, line 23 to page 27, line 3)      |
|                 | the new trial method to be tested      | 1                         | providing voice-grade service to    | . •                                  |
|                 | will be a "side-door," "hairpin," or   | 1                         | the end user served by IDLC, by     | The Commission gives incumbents      |
|                 | "nail-up" connection, used to          |                           | moving the requested Loop(s) to a   | the option of fulfilling then        |
|                 | provide a direct digital connection    |                           | physical Loop(s) or to a Universal  | unbundling obligations by            |
|                 | from individual unbundled loops to     |                           | Digital Loop Carrier Loop(s)at the  | "provid[ing] requesting carriers     |
|                 | Cavalier                               |                           | rates set forth in Exhibit A In the | access to a transmission path" to    |
|                 |  |                           | event a physical Loop(s) or a       | customers served by IDLC loops       |
|                 | 11.4.3 - For central offices where     |                           | Universal Digital Loop Carrier      | At the incumbent's option, it can    |
|                 | Cavalier seeks access to a larger      | İ                         | Loop(s) is not available, the       | provide access through 1) a spare    |
|                 | number of lines served by IDLC,        |                           | Engineering Query rate,             | copper facility, or 2) a UDLC        |
|                 | the new trial method to be tested      |                           | Engineering Work Order rate and     | system, or 3) other "technically     |
|                 | will be multiple switch hosting, or    | 1                         | Time and Materials charges set      | feasible methods of unbundled        |
|                 | grooming of the integrated loops.      |                           | forth in Exhibit A shall apply in   | access " Triennial Review Order ¶    |
|                 | such that discrete groups of           |                           | addition to the recurring and       | 297 (Albert Panel Rebuttal, page     |
|                 | multiplexed loops may be assigned      |                           | nonrecurring charges set forth in   | 13, lines 23-25, page 14, lines 1-   |
|                 | to transmission facilities, or the     |                           | Exhibit A for the loop type ordered | 3)                                   |
|                 | termination of loops to integrated     |                           | by Cavalier Notwithstanding         |                                      |
|                 | network access systems One or          |                           | anything to the contrary in this    | Under Verizon's Proposed Section     |
|                 | more of these methods will be used     |                           | Agreement, standard provisioning    | 11 7 6, attached as Exhibit A,       |
|                 | to provide a direct digital            |                           | intervals shall not apply to Loops  | Verizon will provide these loops     |
|                 | connection from individual             |                           | provided under this Section 11 7 6  | consistent with the requirements of  |
|                 | unbundled loops to Cavalier            |                           | Verizon's performance in            | the Triennial Review Order           |
|                 |  |                           | connection with such Loops shall    | Specifically, when Verizon           |
|                 | 11.4.4 - Each party will bear its      |                           | not be subject to any performance   | receives a request for an unbundled  |
|                 | own, reasonable costs incurred in      |                           | measurements, remedies and the      | 2-wire analog loop for a customer    |
|                 | developing methods of unbundled        |                           | like under this Agreement, and/or,  | served by IDLC, Verizon checks to    |
|                 | access to lines served by IDLC         |                           | except as otherwise required by     | see whether the customer can be      |
|                 | Within sixty (60) days after           |                           | Applicable Law, under any FCC or    | served by a spare loop that is not   |
|                 | execution of this Agreement, the       |                           | Commission approved carrier-to-     | IDLC (that is, Universal Digital     |
|                 | parties will meet and specify the      | <u> </u>                  | carrier performance assurance       | Loop Carrier ("UDLC") or             |

| DISDUTED TOOLING | CANALIED PROPOSES                       | O.W.LIED D.T.ON.   | VEDIZON PROPOSES                   | MEDIZON DATIONALE                      |
|------------------|---|--------------------|------------------------------------|--|
| DISPUTED ISSUES  | CAVALIER PROPOSED                       | CAVALIER RATIONALE | VERIZON PROPOSED                   | VERIZON RATIONALE                      |
|                  | CONTRACT LANGUAGE                       |                    | CONTRACT LANGUAGE                  |  |
|                  | initial sites where each method of      |                    | guidelines, plans or the like      | copper) If such a spare loop is        |
|                  | unbundled access to loops or lines      |                    |                                    | available, it is used If such a loop   |
|                  | served by IDLC will be tested, and      |                    | VIRGINIA (EAST)                    | is not available, however, Verizon     |
|                  | the technical parameters for such       |                    | IDLC Non-recurring Charges         | checks to see whether it can           |
|                  | tests Within 60 (sixty) days after      |                    | Engineering Query \$121 37,        | rearrange loops among its              |
|                  | that initial meeting, the parties will  |                    | Engineering Work Order \$500 90,   | customers to make a non-IDLC           |
|                  | meet and test the unbundling            |                    | Expedite Engineering Query TBD,    | loop available (This process is        |
|                  | method developed in the initial         |                    | Expedite Engineering Work Order    | called a Line and Station Transfer)    |
|                  | meeting                                 |                    | TBD,                               | If suitable loop facilities are still  |
|                  |   |                    | Line and Station Transfers 127 28, | unavailable, the CLEC may              |
|                  | 11.4.5 - If the test of a particular    |                    | Copper to a Digital Loop Carrier   | request that Verizon construct         |
|                  | unbundling method is successful,        |                    | (DLC) Arrangement \$254 56,        | additional unbundled-able loop         |
|                  | then within 60 (sixty) days after the   |                    | Rearrangement IDLC to Copper       | facilities When this occurs,           |
|                  | meeting to test that particular         |                    | Cable \$127 28,                    | Verizon will initiate an engineering   |
|                  | unbundling method, Verizon and          |                    | Rearrangement IDLC to UDLC         | job to construct additional facilities |
|                  | Cavalier will meet to develop the       |                    | \$127.28                           | to provide either a copper loop or a   |
|                  | procedures to implement the use of      |                    |                                    | UDLC loop (Albert Panel                |
|                  | that particular unbundling process      |                    | Time and Materials                 | Rebuttal, page 14, lines 10-20)        |
|                  | for IDLC loops or lines on a fully      |                    | Service Technician (service work   |  |
|                  | available, commercial basis under       |                    | on unbundled loops outside of the  | The rates that Verizon proposes to     |
|                  | the same rates, terms, and              |                    | Central Office) \$6 47/Service     | charge - Line and Station Transfer,    |
|                  | conditions as an unbundled loop         |                    | Order, \$27 35/Premises Visit,     | Engineering Query, Engineering         |
|                  | provisioned over copper At this         |                    | \$11 74/Labor Charge/Quarter Hour  | Work Order, and Time and               |
|                  | meeting, he parties shall discuss any   |                    | After First Quarter Hour           | Materials charges - are the same or    |
|                  | technical, operational, or economic     |                    |                                    | lower than the rates that were         |
|                  | limitations that may apply to the       |                    | Network Transport Engineering      | included as part of Verizon's          |
|                  | unbundling of loops or lines served     |                    | ("NTE") Planning/Hour              | section 271 application in Virginia    |
|                  | by IDLC If the test of a particular     |                    | \$41 04/Hour,                      | (Albert Panel Rebuttal, page 15.       |
|                  | unbundling method is not                |                    | NTE Design/Hour \$41 04/Hour,      | lines 4-6)                             |
|                  | successful, then Verizon and            |                    | NTE Technician/Hour                | ,                                      |
|                  | Cavalier will meet within thirty (30)   |                    | \$40 96/Hour,                      | Roughly 1 percent of Verizon's         |
|                  | days after the unsuccessful             |                    | CO Technician/Hour \$37 05/Hour    | working access lines in Virginia       |
|                  | conclusion of testing to assess         |                    |                                    | are located at an outside plant        |
|                  | whether any other technically           |                    |                                    | terminal where only loops on           |
|                  | feasible method should be tested        |                    |                                    | IDLC are available (e g, copper        |
|                  |   |                    |                                    | loops or universal digital loop        |
|                  | 11.4.6 - If the parties agree that such |                    |                                    | carrier loops are not available)       |
|                  | other technically feasible method       |                    |                                    | (Albert Panel Rebuttal, page 15,       |

| DISPUTED ISSUES | CAVALIER PROPOSED                     | CAVALIER RATIONALE | VERIZON PROPOSED  | VERIZON RATIONALE                    |
|-----------------|---------------------------------------|--------------------|-------------------|--------------------------------------|
|                 | CONTRACT LANGUAGE                     |                    | CONTRACT LANGUAGE | , 514201 (12110. (12)                |
|                 | should be tested then the parties     |                    |                   | lines 10-12)                         |
|                 | will schedule another initial meeting |                    |                   | , v , v = ,                          |
|                 | within another sixty (60) days        |                    |                   | Verizon's network design             |
|                 | thereafter, and another test date     |                    |                   | guidelines require that when         |
|                 | within sixty (60) days thereafter If  |                    | <b>,</b>          | additional loop capacity is          |
|                 | the later-tested method is            | :                  | 1<br>1            | constructed, either copper or        |
|                 | successful, then the parties will     |                    |                   | UDLC must be deployed in             |
|                 | schedule an implementation            |                    |                   | locations where IDLC is deployed     |
|                 | meeting within sixty (60) days after  |                    |                   | The practice reduces the chance      |
|                 | the testing meeting. Alternatively,   |                    |                   | that, in the future, a customer      |
|                 | if the later-tested method is         |                    |                   | served by IDLC cannot also be        |
|                 | unsuccessful, then the parties will   |                    |                   | served by UDLC or copper             |
|                 | schedule another reassessment         |                    |                   | (Albert Panel Rebuttal, page 15,     |
|                 | meeting within thirty (30) days after |                    |                   | lines 20-23)                         |
|                 | the testing meeting                   |                    |                   | ,                                    |
|                 |                                       |                    |                   | Cavalier's concerns about rejected   |
|                 | 1                                     |                    |                   | orders are now moot because the      |
|                 |                                       |                    |                   | Triennial Review Order provides      |
|                 |                                       |                    |                   | new guidance about an                |
|                 |                                       |                    |                   | incumbent's obligation when a        |
|                 |                                       |                    |                   | customer is served with IDLC         |
|                 | į                                     |                    |                   | technology (Albert Panel             |
|                 |                                       |                    |                   | Rebuttal, page 17, lines 12-14)      |
|                 |                                       |                    |                   |                                      |
|                 |                                       |                    |                   | Verizon's Loop Facilities            |
|                 |                                       |                    |                   | Assignment Controls (LFACs)          |
|                 |                                       |                    |                   | system includes an inventory of      |
|                 |                                       |                    |                   | loop facilities available to serve a |
|                 |                                       |                    |                   | particular customer Verizon          |
|                 | 1                                     |                    |                   | provides Cavalier non-               |
|                 |                                       |                    |                   | discriminatory access to             |
|                 |                                       |                    |                   | information in this system as part   |
|                 | 1                                     |                    |                   | of its mechanized loop               |
|                 |                                       |                    |                   | qualification process In fact, the   |
|                 |                                       |                    |                   | Commission acknowledges that         |
|                 |                                       |                    |                   | Verizon provides non-                |
|                 |                                       |                    |                   | discriminatory access to LFACS in    |
|                 | _[                                    |                    |                   | the Virginia § 271 Order (¶¶ 29,     |

| VERIZON RATIONALE                     | 34) (Albert Panel Rebuttal, page 17, Itnes 18-24) | It makes no sense for Verizon to spend millions of dollars to trial | and potentially develop an additional approach that would be | substantially more expensive than | or UDLC loops Hairputhailup is | not cost-justifiable (Albert Panel<br>Rebuttal, page 18, lines 4-16) | Multiple switch hosting used to | provide UNE loops, however, | would involve connecting   ndividual GR-303 IDLC systems | to the digital switches of multiple | <u>carriers.</u> This particular | the GR-303 multiple switch | hosting capability (in a multiple | carrier environment), where an individual Verizon IDLC system | would be simultaneously | connected to digital switches of | multiple carriers, is not currently technically feasible due to | unresolved issues associated with | network reliability and network | security (Albert Panel Rebuttal, | page 18, line 26 to page 19, lines | (9-7) | Cavalier proposes a sixty day trial, | but sixty days is a grossly | insufficient amount of time to |
|---------------------------------------|---|---|--|-----------------------------------|--------------------------------|--|---------------------------------|-----------------------------|--|-------------------------------------|----------------------------------|----------------------------|-----------------------------------|---|-------------------------|----------------------------------|---|-----------------------------------|---------------------------------|----------------------------------|------------------------------------|-------|--------------------------------------|-----------------------------|--------------------------------|
| VERIZON PROPOSED<br>CONTRACT LANGUAGE |   |   |  |                                   |                                |  |                                 |                             |  |                                     |                                  |                            |                                   |   |                         |                                  |   |                                   |                                 |                                  |                                    |       |                                      |                             |                                |
| CAVALIER RATIONALE                    |   |   |  |                                   |                                |  |                                 |                             |  |                                     |                                  |                            |                                   |   |                         |                                  |   |                                   |                                 |                                  |                                    |       |                                      |                             |                                |
| CAVALIER PROPOSED CONTRACT LANGUAGE   |   |   |  |                                   |                                |  |                                 |                             |  |                                     |                                  |                            |                                   |   |                         |                                  |   |                                   |                                 |                                  |                                    |       |                                      |                             |                                |
| DISPUTED ISSUES                       |   |   |  |                                   |                                |  |                                 |                             |  |                                     |                                  |                            |                                   |   |                         |                                  |   |                                   |                                 |                                  |                                    |       |                                      |                             |                                |

| DISPUTED ISSUES   | CAVALIER PROPOSED<br>CONTRACT LANGUAGE   | CAVALIER RATIONALE   | VERIZON PROPOSED<br>CONTRACT LANGUAGE   | VERIZON RATIONALE   |
|---|--|--|---|---|
| Issue C16: Should a unified engineering and make-ready process apply for pole attachments? (§ 16.0) | 16.0 - ACCESS TO RIGHTS-OF-WAY SECTION 251(b)(4)  16.1 - To the extent required by Applicable Law and where facilities are available, each Party ("Licensor") shall provide the other Party ("Licensee") access for purposes of making attachments to the poles, ducts, rights-of-way and conduits it owns or controls, pursuant to any existing or future license agreement between the Parties Such access shall be in conformance with 47 U S C § 224 and on terms, conditions and prices | Cavalier believes that a single engineering and make-ready contractor should replace the inefficient and costly system of undergoing multiple rounds of engineering and make-ready work on a single stretch of poles | 16.0 - ACCESS TO RIGHTS-OF-WAY SECTION 251(B)(4)  To the extent required by Applicable Law and where facilities are available, each Party ("Licensor") shall provide the other Party ("Licensee") access for purposes of making attachments to the poles, ducts, rights-of-way and conduits it owns or controls, pursuant to any existing or future license agreement between the Parties Such access shall be in conformance with 47 U S C § 224 | must develop new processes, purchase, engineer, and install new hardware and software, and implement operations support system changes. Cavalier's proposed timeframe would also violate the Change Control requirements for customer notifications, and it would not allow for time for necessary field force methods, procedures, and training to take place. By proposing a sixty-day trial, Cavalier shows that it has no idea how complicated its IDLC unbundling proposals are. (Albert Panel Rebuttal, page 20, lines 4-11).  Cavalier proposes a complicated and expensive overhaul of a process that Cavalier hardly ever uses and to which no one else in Virginia objects. (Young Direct, page 7, lines 4-6, page 8, lines 14-16). Under Cavalier's proposal, Verizon would be "primarily responsible" for negotiating with all other pole attachers in Virginia in order to modify their existing license agreements and allow a third party to perform make-ready work on their facilities. (Young Direct, Page 6, lines 21-23, page 7, lines 6-9). Nothing in the Act |
|   | comparable to those offered to any<br>other entity pursuant to each Party's<br>applicable Tariffs (including<br>generally available license  |  | and on terms, conditions and prices comparable to those offered to any other entity pursuant to each Party's applicable Tariffs   | requires Verizon to act as project coordinator for all pole attachers in Virginia (Young Direct, page 7, lines 8-9)   |

| DISPUTED ISSUES | CAVALIER PROPOSED                           | CAVALIER RATIONALE | VERIZON PROPOSED               | VERIZON RATIONALE                   |
|-----------------|---|--------------------|--------------------------------|-------------------------------------|
|                 | CONTRACT LANGUAGE                           |                    | CONTRACT LANGUAGE              |                                     |
|                 | agreements)                                 |                    | (including generally available | Verizon proposes to continue the    |
|                 | į   |                    | license agreements)            | same pole attachment process        |
|                 | <b>16.2</b> - Within ninety (90) days after |                    | i                              | approved by the Virginia SCC and    |
| İ               | execution of this Agreement, and            |                    |                                | the Commission in Verizon's         |
|                 | notwithstanding the provisions of           |                    |                                | section 271 application in Virginia |
|                 | any generally available license             |                    |                                | (Young Direct page 2, lines 4-6)    |
|                 | agreement, or any license agreement         |                    |                                |                                     |
|                 | executed between Cavalier and               |                    |                                |                                     |
|                 | Verizon, Verizon and Cavaliei will          |                    |                                | If a new process were needed, it    |
|                 | establish a new permitting and              |                    |                                | would be best developed in an       |
|                 | make-ready process for attaching to         |                    |                                | industry forum (Young Direct,       |
|                 | utility poles owned by Verizon and          |                    |                                | page 7, lines 13-14)                |
|                 | other utilities (with the term              |                    |                                |                                     |
|                 | "utilities" having the same meaning         |                    |                                | Cavalier has not invited Verizon to |
| 1               | as under 47 U S C § 224), under             |                    |                                | a meeting to discuss pole           |
|                 | which a single contractor will              |                    |                                | attachment issues in over three     |
|                 | engineer the permit and a single            |                    |                                | years (Young Rebuttal, Page 3,      |
|                 | contractor will perform the make-           |                    |                                | Lines 17-20) Cavalier has not       |
|                 | ready work required under the               |                    |                                | submitted a single pole attachment  |
|                 | permit The single contractor may            |                    |                                | application to Verizon in over two  |
|                 | or may not perform both tasks               |                    |                                | years (Young Rebuttal, Page 4,      |
|                 |   |                    |                                | lines 8-11)                         |
|                 | 16.2.1 - This new permitting                |                    |                                |                                     |
|                 | process may require the agreement           |                    |                                |                                     |
| I               | of other attachers to allow a single        |                    |                                |                                     |
|                 | entity to perform either or both of         |                    |                                |                                     |
|                 | the engineering and make-ready              |                    |                                |                                     |
|                 | work on other parties' attachments          |                    |                                |                                     |
|                 | to the poles Verizon will use its           |                    |                                |                                     |
|                 | best efforts to seek the concurrence        |                    |                                | 1                                   |
|                 | of other attachers to participate in,       |                    |                                |                                     |
|                 | and agree to, the new permitting            |                    |                                |                                     |
|                 | process for attaching fiber-optic           |                    |                                |                                     |
|                 | cable, or other facilities and              |                    |                                |                                     |
|                 | equipment, to utility poles owned by        |                    |                                |                                     |
|                 | Verizon and other utilities                 |                    |                                |                                     |
|                 |   |                    |                                |                                     |
| <del></del>     | 16.2.2 - As part of the development         |                    | +                              | }                                   |

| DISPUTED ISSUES | CAVALIER PROPOSED                      | CAVALIER RATIONALE | VERIZON PROPOSED   | VERIZON RATIONALE |
|-----------------|--|--------------------|--|-------------------|
|                 | CONTRACT LANGUAGE                      |                    | CONTRACT LANGUAGE  | VERIZOVRATRINALE  |
|                 | of this new permitting process,        |                    | - Interest State of S | <u> </u>          |
|                 | Verizon will diligently review its     |                    |  |                   |
|                 | pole attachment agreements and         |                    |  |                   |
|                 | joint use agreements with other        |                    |  |                   |
|                 | parties and use its best efforts to    |                    |  |                   |
|                 | exercise any rights to implement, or   |                    |  |                   |
|                 | achieve concurrence with, the new      | ļ                  |  |                   |
|                 | permutting and make-teady process      |                    |  |                   |
|                 | Cavalier's input and assistance will   |                    |  |                   |
|                 | be important during the ultimate       |                    |  |                   |
|                 | implementation phase of the new        |                    |  |                   |
|                 | make-ready process, subject to         |                    |  |                   |
|                 | Verizon's responsibility, as pole      |                    |  |                   |
|                 | owner, for managing and                |                    |  |                   |
|                 | maintaining its poles, and             |                    |  |                   |
|                 | coordinating the overall attachment    |                    |  |                   |
|                 | process However, in the initial        |                    |  |                   |
|                 | stages of the process, to maximize     |                    |  |                   |
|                 | the chances that other parties         |                    |  |                   |
|                 | attached to the poles will not object  |                    |  |                   |
|                 | to the concept of a single             |                    |  |                   |
|                 | engineering or make-ready              |                    |  |                   |
|                 | contractor, Verizon will be            |                    |  |                   |
|                 | primarily responsible for meeting      |                    |  |                   |
|                 | with, and seeking the concurrence      |                    |  |                   |
|                 | of, other parties attached to the      |                    |  |                   |
|                 | poles, and endeavoring to              |                    |  |                   |
|                 | implement the new permitting and       |                    |  |                   |
|                 | make-ready process                     |                    |  |                   |
|                 |  |                    | İ  |                   |
|                 | 16.2.3 - If the circumstances          |                    |  |                   |
|                 | warrant, then Verizon may request      |                    |  |                   |
|                 | indemnification from Cavalier of       |                    |  |                   |
|                 | risks or costs incurred as a result of |                    |  |                   |
|                 | obtaining or requiring agreement       |                    | į  |                   |
|                 | with the new permitting and make-      |                    |  |                   |
|                 | ready process from the other parties   |                    | į  |                   |
|                 | attached to the poles                  |                    |  |                   |

| DISPUTED ISSUES | CAVALIER PROPOSED<br>CONTRACT LANGUAGE | CAVALIER RATIONALE | VERIZON PROPOSED<br>CONTRACT LANGUAGE | VERIZON RATIONALE |
|-----------------|--|--------------------|---------------------------------------|-------------------|
|                 |  |                    | SOM INTEREST EARNOUNCE                |                   |
|                 | 16.2.4 - For poles that Verizon owns   | ļ                  |                                       |                   |
|                 | and poles that other entities own,     | · ·                |                                       |                   |
|                 | Verizon will use its best efforts to   |                    | ļ                                     |                   |
|                 | identify and contract with a single    |                    |                                       |                   |
|                 | contractor to perform all              |                    |                                       |                   |
|                 | engineering work and all make-         |                    |                                       |                   |
|                 | ready work in both the power           |                    |                                       |                   |
|                 | supply space (if any) and the          |                    |                                       |                   |
|                 | communications space on the poles      |                    |                                       |                   |
|                 | However, the parties recognize that    |                    |                                       |                   |
|                 | it may prove more cost-effective for   |                    |                                       |                   |
|                 | separate contractors to perform the    |                    |                                       |                   |
|                 | engineering work and the make-         |                    |                                       |                   |
|                 | ready work, or for separate            |                    |                                       |                   |
|                 | contractors to perform the make-       |                    |                                       |                   |
|                 | ready work in the power supply         |                    |                                       |                   |
|                 | space (if any) and the                 |                    |                                       |                   |
|                 | communications space on the poles      |                    |                                       |                   |
|                 | 16.2.5 - Both parties recognize that   |                    |                                       |                   |
|                 | obtaining or requiring the agreement   |                    |                                       |                   |
|                 | of other parties attached to the poles |                    |                                       |                   |
|                 | to allow the engineering of            |                    |                                       |                   |
|                 | rearrangements to those parties'       |                    |                                       |                   |
|                 | facilities by another entity may be    |                    |                                       |                   |
|                 | more problematic than obtaining or     |                    |                                       |                   |
|                 | requiring the agreement of those       |                    |                                       |                   |
|                 | parties to the performance of make-    |                    |                                       |                   |
|                 | ready work by another entity           |                    |                                       |                   |
|                 | However, both Cavalier and             |                    |                                       |                   |
|                 | Verizon will use their respective      |                    |                                       |                   |
|                 | best efforts to resolve any such       |                    |                                       |                   |
|                 | tssues                                 |                    |                                       |                   |
|                 | <b>16.2.6</b> - As part of the new     |                    |                                       |                   |
|                 | permitting and make-ready process,     |                    |                                       |                   |
|                 | Verizon will use its best efforts in   |                    |                                       |                   |

| DISPUTED ISSUES | CAVALIER PROPOSED                      | CAVALIER RATIONALE | VERIZON PROPOSED  | VERIZON RATIONALE |
|-----------------|--|--------------------|-------------------|-------------------|
|                 | CONTRACT LANGUAGE                      |                    | CONTRACT LANGUAGE |                   |
|                 | working with Cavalier to define the    | <del>-</del>       |                   |                   |
|                 | power-related and                      |                    |                   |                   |
|                 | telecommunications-related aerial      |                    | '                 |                   |
|                 | make-ready requirements for            |                    |                   |                   |
|                 | Cavalier's attachments to poles        |                    |                   |                   |
|                 | owned by Verizon, and to poles that    |                    |                   |                   |
|                 | are owned by other entities and hold   |                    |                   |                   |
|                 | Verizon pole attachments               |                    |                   |                   |
|                 | (a) With respect to make-              |                    |                   |                   |
|                 | ready engineering work, the work       |                    |                   |                   |
|                 | performed by the single engineering    |                    |                   |                   |
|                 | contractor will include specification  |                    |                   |                   |
|                 | of the following attachment height     |                    |                   |                   |
|                 | and side of pole (neutral side or not) |                    |                   |                   |
|                 | of existing attachments, the changes   |                    |                   | i                 |
|                 | needed in the power space to make      |                    |                   |                   |
|                 | the pole ready for Cavalier's          |                    |                   |                   |
|                 | attachment (using the requirements     |                    |                   |                   |
|                 | specified below), the changes need     |                    |                   |                   |
|                 | to each telecommunications             |                    |                   |                   |
|                 | attachment to make the pole ready      |                    |                   |                   |
|                 | for Cavalier's attachment (using the   |                    |                   |                   |
|                 | same requirements specified below),    | :                  |                   |                   |
|                 | the attachment height and side of      |                    |                   |                   |
|                 | pole (neutral side or not) of existing |                    |                   |                   |
|                 | attachments after make-ready work      |                    |                   |                   |
|                 | is complete, the same information      |                    |                   |                   |
|                 | for Cavalier's attachment (after       |                    |                   |                   |
|                 | make-ready work is complete), the      |                    |                   |                   |
|                 | use of extension arms, the required    | !                  |                   |                   |
|                 | guys and anchors, the required         |                    |                   |                   |
|                 | bonding, the required tree trimming,   |                    |                   | }                 |
|                 | a description of all existing          |                    |                   |                   |
|                 | violations of applicable safety and    |                    |                   |                   |
|                 | engineering requirements, and          |                    |                   |                   |
|                 | changes that are needed to correct     |                    |                   |                   |
|                 | existing safety or engineering         |                    |                   |                   |

| DISPUTED ISSUES | CAVALIER PROPOSED   | CAVALIER RATIONALE | VERIZON PROPOSED  | VERIZON RATIONALE         |
|-----------------|---|--------------------|-------------------|---------------------------|
|                 | CONTRACT LANGUAGE   |                    | CONTRACT LANGUAGE | · EldEo. · ICITIO, ···IEE |
|                 | requirements even if Cavalier were                          |                    |                   | ·                         |
|                 | not to attach to the pole                                   | <u>;</u>           |                   |                           |
|                 |   |                    |                   |                           |
|                 | (b) With respect to make-                                   |                    |                   |                           |
| :               | ready construction, the work                                |                    |                   |                           |
|                 | performed by the single                                     |                    | ì                 |                           |
|                 | construction contractor will include                        |                    |                   |                           |
| Į<br>E          | the following all power-related                             |                    |                   |                           |
|                 | make-ready construction, all                                |                    |                   |                           |
|                 | telecommunications-related make-                            |                    |                   |                           |
|                 | ready construction, and                                     |                    |                   |                           |
|                 | conformance to a completion                                 |                    |                   |                           |
|                 | schedule for each segment of                                |                    |                   |                           |
|                 | network The single construction                             |                    |                   |                           |
|                 | contractor will also provide a cost                         |                    |                   |                           |
|                 | estimate, and may perform, the                              |                    |                   |                           |
|                 | following any incremental underground construction required |                    |                   |                           |
|                 | or requested, and the installation of                       |                    |                   |                           |
|                 | Cavalier's strand and fiber (aerial                         |                    |                   |                           |
|                 | and underground)  |                    |                   |                           |
|                 | and underground)  |                    |                   |                           |
|                 | 16.2.7 - For the new permitting and                         |                    |                   |                           |
| ]               | make-ready process, the design                              |                    |                   |                           |
| 1               | requirements are as follows                                 |                    |                   |                           |
|                 | comply with all applicable National                         |                    |                   |                           |
| 1               | Electrical Safety Code (NESC)                               |                    |                   |                           |
|                 | requirements, comply with all                               |                    |                   |                           |
| i               | applicable National Electric Code                           |                    |                   |                           |
|                 | (NEC) requirements, comply with                             |                    |                   |                           |
|                 | all applicable BellCore "Blue Book"                         |                    |                   |                           |
|                 | specifications, comply with all                             |                    |                   |                           |
|                 | applicable industry safety practices                        |                    |                   |                           |
|                 | and regulations, comply with all                            |                    |                   |                           |
|                 | proper and applicable requirements                          |                    |                   |                           |
|                 | of Cavalier's Outside Plant                                 |                    |                   |                           |
|                 | Handbook or outside plant                                   |                    |                   |                           |
|                 | guidelines (where not in conflict                           |                    |                   |                           |

| DISPUTED ISSUES          | CAVALIER PROPOSED  | CAVALIER RATIONALE                 | VERIZON PROPOSED                   | VERIZON RATIONALE                |
|--------------------------|--|------------------------------------|------------------------------------|----------------------------------|
|                          | CONTRACT LANGUAGE  | CATALLER                           | CONTRACT LANGUAGE                  | TERIZON ROTTIO. WEE              |
|                          | with other requirements), comply                                       |                                    |                                    |                                  |
|                          | with all proper and applicable   |                                    |                                    | ·<br>                            |
|                          | Verizon operational guidelines,  |                                    |                                    |                                  |
|                          | comply with all proper and   |                                    |                                    |                                  |
|                          | applicable operational guidelines of                                   |                                    |                                    |                                  |
|                          | any other pole owner, comply with                                      |                                    |                                    |                                  |
|                          | all proper and applicable operational                                  |                                    |                                    |                                  |
|                          | guidelines of any other party  |                                    |                                    |                                  |
|                          | attached to the poles (where not in                                    |                                    |                                    |                                  |
| 1                        | conflict with other requirements),                                     |                                    |                                    |                                  |
|                          | and avoid underground construction                                     |                                    |                                    |                                  |
|                          | (with route changes considered by                                      |                                    |                                    |                                  |
|                          | Cavalier upon request)   |                                    |                                    |                                  |
|                          |  |                                    |                                    |                                  |
|                          | 16.2.8 - Verizon will use its best                                     |                                    |                                    |                                  |
|                          | efforts to work with Cavalier to                                       |                                    |                                    |                                  |
|                          | establish a common, required time                                      |                                    |                                    |                                  |
|                          | frame to complete all permitting and                                   |                                    |                                    |                                  |
|                          | make-ready work If an approved   |                                    |                                    | l '                              |
|                          | third-party contractor (including a                                    |                                    |                                    |                                  |
|                          | parent, subsidiary, or other affiliate of Verizon) is performing make- |                                    |                                    |                                  |
|                          | ready work, and the volume of work                                     |                                    |                                    |                                  |
|                          | to be performed reasonably permuts                                     |                                    |                                    |                                  |
| 1                        | it, then the required time frame to                                    |                                    |                                    |                                  |
|                          | complete all engineering and make-                                     |                                    |                                    |                                  |
|                          | ready work shall be forty-five (45)                                    |                                    |                                    |                                  |
|                          | days from the submission of a  |                                    |                                    |                                  |
|                          | permit application to Verizon,   |                                    |                                    |                                  |
|                          | unless both parties agrees in writing                                  |                                    |                                    |                                  |
|                          | to a lengthier time frame  |                                    |                                    |                                  |
|                          |  |                                    |                                    |                                  |
| Issue C17: Should a new  | 18.2 - Customer Contact,   | Cavalier believes that more        | 18.2 - Customer Contact,           | Verizon's proposed language      |
| process govern proper    | Coordinated Repair Calls and   | stringent controls, and liquidated | Coordinated Repair Calls and       | appropriately makes each carrier |
| handling of customer     | Misdirected Inquiries  | damages, are needed to address     | Misdirected Inquiries              | responsible for communications   |
| contacts, as proposed by | _  | contact with retail customers      | •                                  | between its own representatives  |
| Cavalier with issues 11  | 18.2.1 - Each party will recognize                                     |                                    | 18.2.1 - Verizon will recognize    | and its customers (Snuth Duect,  |
| and 12 in its Virginia   | the other party as the customer of                                     |                                    | Cavalier as the customer of record | page 15, lines 3-4)              |